

Message Text

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UNCLAS SYDNEY 0702

DEPTSTATE PASS EXIMBANK, CASEY

E.O. 11652: N/A

TAGS: BEXP, EFIN, ETRD, AS

SUBJ: EXIMBANK TEAM SUCCESS IN SYDNEY

REF: STATE 073089, SYDNEY 0650

SUMMARY

EXIMBANK TEAM, CRAFTON AND CHARAMELLA ENTHUSIASTICALLY RECEIVED IN SYDNEY. BANKING COMMUNITY VERY SATISFIED AND MUCH BETTER INFORMED REGARDING EXIMBANK. MOST BANKERS HOPE TO INCREASE USE OF EXIMBANK AS RESULT OF EXIMBANK DISCUSSIONS.
END SUMMARY

1. AS RESULT OF CHAIRMAN CASEY'S VISIT TO AUSTRALIA, JANUARY 20-26, R. CRAFTON, DEPUTY VICE PRESIDENT OF ASIA DIV. AND R. CHARAMELLA LOAN OFFICER OF COOPERATIVE FINANCING FACILITY VISITED SYDNEY TO CONDUCT A SEMINAR ON EXIMBANK PROGRAMS AND TO EDUCATE BUSINESS COMMUNITY IN USE OF CFF.

2. DURING THEIR STAY EXIMBANK TEAM CALLED ON REPRESENTATIVES

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OF SIX MAJOR BANKS, THREE LARGE MERCHANT BANKS AND RESERVE

BANK OF AUSTRALIA. THEY RECEIVED ENTHUSIASTIC RESPONSE AT ALL APPOINTMENTS, OFTEN TALKING TO FIVE TO TEN BANK REPRESENTATIVES AT ONCE.

3. QUESTIONS CONCERNED PROCEDURES AND TERMS OF USE FOR CFF AND TO LESSER EXTENT DIRECT LOAN PROGRAMS. SOME BANKS FORESAW INCREASED USE OF CFF WITH LEASING COMPANIES AND EXPECT TO INCREASE USAGE OF FACILITY.

4. APRIL 7 SEMINAR, SPONSORED BY AMCHAM, DREW 114 REPRESENTATIVES FROM BANKING AND INDUSTRIAL COMMUNITY. AFTER 45 MINUTE FORMAL PRESENTATION, CRAFTON AND CHARAMELLA ANSWERED QUESTIONS FOR ONE HOUR ON SPECIFIC DETAILS OF CFF AND DIRECT LOAN PROGRAMS.

5. BANKERS CONTACTED WERE UNANIMOUS IN PRAISING UTILITY OF VISIT AND HIGH CALIBER OF EXIMBANK TEAM. MOST BANKERS HOPED TO INCREASE USE OF CFF LINES AS RESULT OF BEING BETTER INFORMED REGARDING IMPLEMENTATION OF PROGRAM.

6. POST FEELS VISIT WAS TIMELY AND EXTREMELY INFORMATIVE. EXIMBANK REPRESENTATIVES DEFINITELY MET CHAIRMAN CASEY'S OBJECTIVE OF INFORMING COMMUNITY OF EXIMBANK PROGRAMS IN GENERAL AND CFF IN PARTICULAR.

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